

Message Text

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PAGE 01 STATE 185351
ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 /021 R

DRAFTED BY COM:BIC DFSULLIVAN:CMC
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-----017211 070608Z /13

R 061537Z AUG 77
FM SECSTATE WASHDC
TO AMCONSUL KRAKOW
AMCONSUL POZNAN
INFO AMEMBASSY WARSAW

UNCLAS STATE 185351

E.O. 11652: N/A

TAGS: BEXP, PL

SUBJECT: REGIONAL SEMINAR FOR FSL COMMERCIAL SPECIALISTS

REF: A) STATE 30658 B) STATE 179508

1. USDOC PLANNING A REGIONAL SEMINAR AT EMBASSY WARSAW
OCTOBER 31 - NOVEMBER 4, 1977 FOR FSL COMMERCIAL
SPECIALISTS.

2. SEMINAR OBJECTIVES ARE TO IMPROVE AND BROADEN THE
SCOPE OF FSL'S PERFORMANCE IN E/C WORK BY DEVELOPING A
BETTER UNDERSTANDING OF U.S. BUSINESS AND GREATER SENSI-
TIVITY TO END-USER NEEDS. INSTRUCTION WILL FOCUS ON
THEMES COVERIN; THE FULL RANGE OF COMMERCIAL DUTIES - NEW
PROGRAM DIRECTIVES, RECENT CHANGES IN CURRENT ACTIVITIES,
AND FSL INVOLVEMENT IN COMMERCIAL PROGRAMS INCLUDING THE
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MARKETING INFORMATION NEEDS OF U.S. BUSINESS FIRMS.

3. THE SEMINAR REPRESENTS THE MAJOR PORTION OF PHASE II
FORMAL TRAINING IN THE FSL CAREER DEVELOPMENT PROGRAM
SPONSORED JOINTLY BY USDOC AND FSI. COMPLETION OF THE
CORRESPONDENCE COURSE FOR COMMERCIAL SPECIALISTS OR
POSSESSION OF THE EQUIVALENT IN SKILLS AND KNOWLEDGE IS

REQUIRED NORMALLY FOR ATTENDANCE AT A SEMINAR.

4. FORWARDED BY A.P.O. AUGUST 5TH ARE: CAREER DEVELOPMENT OUTLINE, DEVELOPMENTAL NEEDS SURVEY FORMS, CORRESPONDENCE COURSE LISTING, AND REF TELEGRAMS. POSTS ARE REQUESTED TO REVIEW THE TRAINING NEEDS OF FSLs BEING PROPOSED FOR THE SEMINAR AND IDENTIFY THEIR DEVELOPMENTAL NEEDS.

5. SINCE SOME COURSE LESSONS ARE NOT APPLICABLE TO EASTERN EUROPEAN POSTS, COMPLETION OF THE CORRESPONDENCE COURSE IS WAIVED. REQUEST FSO SUPERVISORS REVIEW THE LIST OF LESSONS FORWARDED. (SEE PARA 4). IF FSLs NEED MORE DETAILED PREPARATION PRIOR TO PARTICIPATION IN THE WARSAW SEMINAR, THEN THE FSL SHOULD BE ENROLLED FOR THE NEEDED INSTRUCTION.

6. POSTS ARE REQUESTED TO REVIEW STAFF TRAINING NEEDS AND DETERMINE IF INSTRUCTION DESCRIBED IN PAR 2 AND REF TELEGRAM B BENEFIT FSLs EVEN IF ONLY ASSIGNED COMMERCIAL DUTIES PART-TIME.

7. POSTS ARE EXPECTED TO FUND ROUNDTRIP TRAVEL AND PER DIEM FOR FSL SEMINAR PARTICIPANTS.

8. PLEASE CABLE SOONEST POST INTEREST IN SEMINAR AND
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NUMBER OF POSSIBLE PARTICIPANTS. FORWARD DEVELOPMENTAL NEEDS FORMS FOR NOMINEES AND AGENDA SUGGESTIONS TO USDOC/CRD DFSULLIVAN. CHRISTOPHER

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NNN

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Disposition Date: 01-Jan-1960 12:00:00 am
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